



PHILADELPHIA

FEB Memorandum 97-49, February 21, 1997

To: All FEB Members and Training Officers


From: Jack Ratcliffe
Executive Director

Subject: Training Available through Philadelphia Area Council for Excellence (PACE)

There are four PACE Seminars upcoming that we thought members might find useful. The FEB will pool interested responses for each seminar to get the best group discount available. The four programs are:

1. MASTERING THE SKILLS OF NEGOTIATION

Friday, March 14, 1997, 8:30 - 4:30 PM

200 South Broad Street, Hotel Atop the Bellevue, Room 700

Instructor: Diane DiCarlo, founder of Negotiation Mastery, Inc.

Program: Learn a five-step negotiation strategy that will transform your differences into a win-win situation. But before you put this strategy to work, find out how your negotiation approach can help or hinder you.

Cost: \$200 maximum; lower with FEB group discount

2. EXECUTIVE DEVELOPMENT SERIES: SESSION 2 - ORGANIZATIONAL LEARNING

Monday, March 24, 1997, 8:30 AM - 5:00 PM, 5:00 - 6:00 PM Networking, and 6:00 - 8:00 PM Dinner

Ritz-Carlton Hotel, 17th & Chestnut Streets

Instructor: Dr. Donald Schon, Senior Lecturer, MIT, Organizational Consultant

Program: To keep one step ahead of privatization, your organization needs more than well-trained employees. It needs comprehensive organizational learning, which involves being aware of your total work environment, as well as learning from mistakes.

Cost: \$450 maximum; lower with FEB group discount

3. HUMOR IN THE WORKPLACE

Thursday, March 24, 1997, 8:30 - 10:00 AM

Catch a Rising Star, 221 South Street

Instructor: Linda Horn, Consultant and Trainer

Program: What do you get when you cross humor and spontaneity with your workday? There's no punchline, just better health, improved relationships, and greater creativity.

Cost: \$35 maximum; lower with FEB group discount

4. PACE SPRING SYMPOSIUM

Wednesday, May 21, 1997, 8:30 AM - 5:00 PM

Wyndham Franklin Plaza Hotel, 17th & Race Streets

Instructor: FAITH POPCORN, Trend Expert and Author of Clicking and Popcorn Report

Program: Meet the nation's top trend-spotter and discover tomorrow's hottest business trends today.

Cost: \$295 maximum; lower with FEB group discount

PACE SEMINAR

MASTERING THE SKILLS OF NEGOTIATION

Friday, March 14, 1997

8:30-4:30 PM

**HOTEL ATOP THE BELLEVUE, ROOM 700
221 SOUTH BROAD STREET**

Instructor: Diane DiCarlo, founder of Negotiation Mastery, Inc.

Cost is \$200.00 per attendee/FEB group discounts are available

AGENCY NAME: _____

Contact: _____
(name/ telephone/ fax #)

List of attendees:

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**PLEASE FAX ALL RESPONSES BACK TO THE FEB
@ (215) 597-4601**

Thank you

PACE SEMINAR

**EXECUTIVE DEVELOPMENT SERIES: SESSION 2
ORGANIZATIONAL LEARNING**

Monday, March 24, 1997

8:30-5:00 PM

5:00-6:00 pm Networking

6:00-8:00 pm Dinner

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